POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

MARCH 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
China	0	0	0	0	9,039	9,039
Columbia	0	0	0	0	243	243
Costa Rica	0	0	0	0	255	255
Dom. Republic	0	0	1,527	0	204	1,731
Honduras	0	0	0	0	1	1
Japan	0	0	0	0	1,622	1,622
Mexico	230	0	16	0	155	401
Peru	6,613	0	0	0	606	7,219
TOTAL AG:	6,843	0	1,543	0	12,125	20,511
NON-AGRICULTURAL						
Mexico	325	-	-	0	0	325
TOTAL NON-AG:	325	-	-	0	0	325
TOTAL EXPORTS:	**7,168**	**0**	**1,543**	**0**	**12,125**	**20,836**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

MARCH 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	0	206	1,807	0	469	2,482
AK Alaska	0	0	0	0	0	0
AZ Arizona	15	0	63	0	21	99
AR Arkansas	6	241	4,703	0	104	5,054
CA California	2,250	1,278	1,051	0	690	5,269
CO Colorado	215	0	535	0	66	816
CT Connecticut	0	0	0	0	123	123
DE Delaware	0	0	0	0	66	66
FL Florida	108	0	0	0	2,525	2,633
GA Georgia	0	0	0	0	1,888	1,888
HI Hawaii	0	848	0	0	434	1,282
ID Idaho	185	825	621	0	17	1,648
IL Illinois	24	32	5,726	0	283	6,065
IN Indiana	0	0	1,025	0	336	1,361
IA Iowa	0	386	1,397	0	76	1,859
KS Kansas	0	650	2,226	0	208	3,084
KY Kentucky	0	0	3,615	0	164	3,779
LA Louisiana	365	171	1,112	0	0	1,648
ME Maine	0	0	0	0	21	21
MD Maryland	0	0	0	0	54	54
MA Massachusetts	0	0	0	0	15	15
MI Michigan	0	0	0	0	230	230
MN Minnesota	0	0	0	0	502	502
MS Mississippi	0	0	0	0	87	87
MO Missouri	2,348	924	13,695	0	149	17,116
MT Montana	0	0	150	0	0	150
NE Nebraska	46	98	285	0	499	928
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	95	95
NM New Mexico	0	0	667	0	402	1,069
NY New York	0	0	0	0	403	403
NC North Carolina	0	0	0	0	816	816
ND North Dakota	0	0	0	0	0	0
OH Ohio	1,190	0	906	0	230	2,326
OK Oklahoma	61	201	1,525	0	44	1,831
OR Oregon	44	315	528	0	319	1,206
PA Pennsylvania	0	0	901	0	217	1,118
RI Rhode Island	0	0	0	0	50	50
SC South Carolina	0	0	0	0	641	641
SD South Dakota	0	0	0	0	0	0
TN Tennessee	0	0	2,420	0	191	2,611
TX Texas	2,718	2,597	6,793	0	1,544	13,652
UT Utah	246	0	98	0	6	350
VT Vermont	0	0	0	0	17	17
VA Virginia	0	0	0	0	118	118
WA Washington	303	15	304	0	208	830
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	16	0	403	419
WY Wyoming	0	0	62	0	0	62
TOTAL U.S.:	10,124	8,787	52,231	0	14,731	85,873
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	88	88
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	62	62
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	643	643
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	793	793
*EXPORT SALES:	6,843	0	1,543	0	12,125	20,511
TOTAL AG SALES	16,967	8,787	53,774	0	27,649	107,177
NON-AG U.S.	6,574	-	-	0	229	6,803
CANADA	0	-	-	0	12	12
*EXPORTS	325	-	-	0	0	325
TOTAL NON-AG SALES	6,899	-	-	0	241	7,140
GRAND TOTAL	**23,866**	**8,787**	**53,774**	**0**	**27,890**	**114,317**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

MARCH 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	670	0	0	0	670
Australia	0	8,435	21,519	0	29,954
Chile	8,850	0	0	0	8,850
China	102,317	0	0	0	102,317
Costa Rica	3,521	0	0	0	3,521
Denmark	10,863	0	0	0	10,863
Holland	14,736	0	10,292	0	25,028
India	4,085	0	0	0	4,085
Indonesia	38,216	0	0	0	38,216
Japan	16,781	5,236	5,376	6,715	34,108
Korea	53,412	0	0	0	53,412
Malaysia	34,241	3,385	0	0	37,626
Philippines	10,561	0	0	0	10,561
Sri Lanka	7,040	0	0	0	7,040
Switzerland	21,126	0	0	0	21,126
TOTAL AG:	326,419	17,056	37,187	6,715	387,377
NON-AGRICULTURAL					
Japan	126	-	-	0	126
Korea	188	-	-	0	188
United Kingdom	100	-	-	0	100
TOTAL NON-AG:	414	-	-	0	414
TOTAL EXPORTS:	**326,833**	**17,056**	**37,187**	**6,715**	**387,791**

POTASH & PHOSPHATE INSTITUTE
POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)
MARCH 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	1,279	1,219	2,244	1,124	5,866
AK Alaska	0	0	181	0	181
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	533	1,071	1,604
CA California	0	0	0	0	0
CO Colorado	46	0	40	0	86
CT Connecticut	0	245	(59)	0	186
DE Delaware	0	0	1,685	55	1,740
FL Florida	10,744	2,511	3,108	726	17,089
GA Georgia	1,283	503	8,429	1,636	11,851
HI Hawaii	0	0	0	0	0
ID Idaho	0	48	732	56	836
IL Illinois	4,228	47,395	20,674	9,249	81,546
IN Indiana	1,026	30,818	2,520	4,734	39,098
IA Iowa	305	14,103	9,627	3,194	27,229
KS Kansas	0	0	173	124	297
KY Kentucky	0	3,535	351	166	4,052
LA Louisiana	1,816	12,806	7,577	2,939	25,138
ME Maine	60	0	17	62	139
MD Maryland	1,815	61	5,348	575	7,799
MA Massachusetts	0	0	0	188	188
MI Michigan	1,759	9,926	2,503	377	14,565
MN Minnesota	106	4,713	8,870	785	14,474
MS Mississippi	0	0	0	0	0
MO Missouri	0	5,243	18,699	1,900	25,842
MT Montana	0	18	907	194	1,119
NE Nebraska	0	286	461	764	1,511
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	60	0	60
NJ New Jersey	0	63	499	215	777
NM New Mexico	0	0	4	0	4
NY New York	14	553	5,244	654	6,465
NC North Carolina	2,085	1,339	8,215	2,133	13,772
ND North Dakota	0	0	300	21	321
OH Ohio	518	23,334	16,691	1,290	41,833
OK Oklahoma	0	0	31	0	31
OR Oregon	0	598	2,908	0	3,506
PA Pennsylvania	423	334	5,887	741	7,385
RI Rhode Island	0	0	0	75	75
SC South Carolina	3,771	1,051	7,955	124	12,901
SD South Dakota	0	153	466	79	698
TN Tennessee	0	2,068	9,732	189	11,989
TX Texas	0	0	0	0	0
UT Utah	0	0	0	1	1
VT Vermont	0	0	0	62	62
VA Virginia	483	927	11,485	1,634	14,529
WA Washington	69	1,039	4,369	581	6,058
WV West Virginia	0	547	200	14	761
WI Wisconsin	1,583	9,345	2,051	746	13,725
WY Wyoming	0	0	208	0	208
TOTAL U.S.:	33,413	174,781	170,925	38,478	417,597
CANADA					
AB Alberta	9	(20,286)	2,061	194	(18,022)
BC Brit. Columbia	0	13	(4,346)	21	(4,312)
MB Manitoba	0	181	568	46	795
NB New Brunswick	0	0	1,054	0	1,054
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	720	0	720
ON Ontario	0	26,335	12,741	83	39,159
PE Pr.Edward Isle	0	0	631	0	631
PQ Quebec	0	854	11,015	0	11,869
SK Saskatchewan	0	682	667	0	1,349
TOTAL CAN:	9	7,779	25,111	344	33,243
*EXPORT SALES:	326,419	17,056	37,187	6,715	387,377
TOTAL AG SALES	359,841	199,616	233,223	45,537	838,217
NON-AG U.S.	15,917	-	-	9,638	25,555
CANADA	1,260	-	-	98	1,358
*EXPORTS	414	-	-	0	414
TOTAL NON-AG SALES	17,591	-	-	9,736	27,327
GRAND TOTAL	**377,432**	**199,616**	**233,223**	**55,273**	**865,544**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

MARCH 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	670	0	0	0	0	670
Australia	0	8,435	21,519	0	0	29,954
Chile	8,850	0	0	0	0	8,850
China	102,317	0	0	0	9,039	111,356
Columbia	0	0	0	0	243	243
Costa Rica	3,521	0	0	0	255	3,776
Denmark	10,863	0	0	0	0	10,863
Dom. Republic	0	0	1,527	0	204	1,731
Holland	14,736	0	10,292	0	0	25,028
Honduras	0	0	0	0	1	1
India	4,085	0	0	0	0	4,085
Indonesia	38,216	0	0	0	0	38,216
Japan	16,781	5,236	5,376	6,715	1,622	35,730
Korea	53,412	0	0	0	0	53,412
Malaysia	34,241	3,385	0	0	0	37,626
Mexico	230	0	16	0	155	401
Peru	6,613	0	0	0	606	7,219
Philippines	10,561	0	0	0	0	10,561
Sri Lanka	7,040	0	0	0	0	7,040
Switzerland	21,126	0	0	0	0	21,126
TOTAL AG:	333,262	17,056	38,730	6,715	12,125	407,888
NON-AGRICULTURAL						
Japan	126	-	-	0	0	126
Korea	188	-	-	0	0	188
Mexico	325	-	-	0	0	325
United Kingdom	100	-	-	0	0	100
TOTAL NON-AG:	739	-	-	0	0	739
TOTAL EXPORTS:	**334,001**	**17,056**	**38,730**	**6,715**	**12,125**	**408,627**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

MARCH 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,279	1,425	4,051	1,124	469	8,348
AK Alaska	0	0	181	0	0	181
AZ Arizona	15	0	63	0	21	99
AR Arkansas	6	241	5,236	1,071	104	6,658
CA California	2,250	1,278	1,051	0	690	5,269
CO Colorado	261	0	575	0	66	902
CT Connecticut	0	245	(59)	0	123	309
DE Delaware	0	0	1,685	55	66	1,806
FL Florida	10,852	2,511	3,108	726	2,525	19,722
GA Georgia	1,283	503	8,429	1,636	1,888	13,739
HI Hawaii	0	848	0	0	434	1,282
ID Idaho	185	873	1,353	56	17	2,484
IL Illinois	4,252	47,427	26,400	9,249	283	87,611
IN Indiana	1,026	30,818	3,545	4,734	336	40,459
IA Iowa	305	14,489	11,024	3,194	76	29,088
KS Kansas	0	650	2,399	124	208	3,381
KY Kentucky	0	3,535	3,966	166	164	7,831
LA Louisiana	2,181	12,977	8,689	2,939	0	26,786
ME Maine	60	0	17	62	21	160
MD Maryland	1,815	61	5,348	575	54	7,853
MA Massachusetts	0	0	0	188	15	203
MI Michigan	1,759	9,926	2,503	377	230	14,795
MN Minnesota	106	4,713	8,870	785	502	14,976
MS Mississippi	0	0	0	0	87	87
MO Missouri	2,348	6,167	32,394	1,900	149	42,958
MT Montana	0	18	1,057	194	0	1,269
NE Nebraska	46	384	746	764	499	2,439
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	60	0	0	60
NJ New Jersey	0	63	499	215	95	872
NM New Mexico	0	0	671	0	402	1,073
NY New York	14	553	5,244	654	403	6,868
NC North Carolina	2,085	1,339	8,215	2,133	816	14,588
ND North Dakota	0	0	300	21	0	321
OH Ohio	1,708	23,334	17,597	1,290	230	44,159
OK Oklahoma	61	201	1,556	0	44	1,862
OR Oregon	44	913	3,436	0	319	4,712
PA Pennsylvania	423	334	6,788	741	217	8,503
RI Rhode Island	0	0	0	75	50	125
SC South Carolina	3,771	1,051	7,955	124	641	13,542
SD South Dakota	0	153	466	79	0	698
TN Tennessee	0	2,068	12,152	189	191	14,600
TX Texas	2,718	2,597	6,793	0	1,544	13,652
UT Utah	246	0	98	1	6	351
VT Vermont	0	0	0	62	17	79
VA Virginia	483	927	11,485	1,634	118	14,647
WA Washington	372	1,054	4,673	581	208	6,888
WV West Virginia	0	547	200	14	0	761
WI Wisconsin	1,583	9,345	2,067	746	403	14,144
WY Wyoming	0	0	270	0	0	270
TOTAL U.S.:	43,537	183,568	223,156	38,478	14,731	503,470
CANADA						
AB Alberta	9	(20,286)	2,061	194	0	(18,022)
BC Brit. Columbia	0	13	(4,346)	21	88	(4,224)
MB Manitoba	0	181	568	46	0	795
NB New Brunswick	0	0	1,054	0	0	1,054
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	720	0	0	720
ON Ontario	0	26,335	12,741	83	62	39,221
PE Pr.Edward Isle	0	0	631	0	0	631
PQ Quebec	0	854	11,015	0	643	12,512
SK Saskatchewan	0	682	667	0	0	1,349
TOTAL CAN:	9	7,779	25,111	344	793	34,036
*EXPORT SALES:	333,262	17,056	38,730	6,715	12,125	407,888
TOTAL AG SALES	376,808	208,403	286,997	45,537	27,649	945,394
NON-AG U.S.	22,491	-	-	9,638	229	32,358
CANADA	1,260	-	-	98	12	1,370
*EXPORTS	739	-	-	0	0	739
TOTAL NON-AG SALES	24,490	-	-	9,736	241	34,467
GRAND TOTAL	**401,298**	**208,403**	**286,997**	**55,273**	**27,890**	**979,861**

*Exports listed on reverse.

6/8/87 AP720-1

POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	MAR 1987	MAR 1986	JUL-MAR 1986/87	JUL-MAR 1985/86
AL Alabama	8,348	10,521	42,452	55,662
AK Alaska	181	0	1,156	61
AZ Arizona	99	66	1,198	372
AR Arkansas	6,658	7,659	38,044	33,966
CA California	5,269	4,416	45,164	32,497
CO Colorado	902	1,289	5,247	4,388
CT Connecticut	309	601	2,788	3,290
DE Delaware	1,806	2,852	17,954	18,096
FL Florida	19,722	16,927	112,862	113,844
GA Georgia	13,739	22,031	89,987	111,975
HI Hawaii	1,282	57	8,102	6,852
ID Idaho	2,484	3,822	19,102	16,994
IL Illinois	87,611	37,789	563,808	574,980
IN Indiana	40,459	14,459	276,622	317,376
IA Iowa	29,088	23,006	331,649	353,527
KS Kansas	3,381	2,692	18,855	22,266
KY Kentucky	7,831	9,161	80,758	87,740
LA Louisiana	26,786	9,396	77,825	38,408
ME Maine	160	2,074	3,280	6,281
MD Maryland	7,853	4,415	24,420	23,579
MA Massachusetts	203	406	2,979	3,085
MI Michigan	14,795	8,590	114,544	143,332
MN Minnesota	14,976	11,168	219,525	229,677
MS Mississippi	87	5,892	12,647	20,742
MO Missouri	42,958	28,143	184,819	164,429
MT Montana	1,269	1,369	7,065	7,194
NE Nebraska	2,439	3,143	19,353	22,769
NV Nevada	0	373	29	373
NH New Hampshire	60	0	438	258
NJ New Jersey	872	909	4,978	4,738
NM New Mexico	1,073	1,344	5,242	8,040
NY New York	6,868	6,119	41,824	44,149
NC North Carolina	14,588	21,432	66,670	71,786
ND North Dakota	321	945	14,706	14,111
OH Ohio	44,159	16,726	379,483	360,202
OK Oklahoma	1,862	2,864	12,058	13,537
OR Oregon	4,712	4,985	21,957	17,332
PA Pennsylvania	8,503	4,622	43,058	39,567
RI Rhode Island	125	80	877	1,013
SC South Carolina	13,542	14,256	54,886	92,132
SD South Dakota	698	582	6,637	7,362
TN Tennessee	14,600	14,543	83,367	84,712
TX Texas	13,652	16,224	81,304	92,124
UT Utah	351	1,299	2,711	12,361
VT Vermont	79	49	1,279	2,107
VA Virginia	14,647	18,055	62,059	94,925
WA Washington	6,888	6,261	28,899	28,225
WV West Virginia	761	542	2,124	1,870
WI Wisconsin	14,144	11,877	202,051	192,841
WY Wyoming	270	291	938	1,207
TOTAL U.S.:	503,470	376,322	3,439,780	3,598,354
CANADA				
AB Alberta	(18,022)	1,746	10,972	11,804
BC Brit. Columbia	(4,224)	1,071	3,927	3,445
MB Manitoba	795	1,299	11,382	10,985
NB New Brunswick	1,054	666	5,945	3,736
NF Newfoundland	0	0	0	573
NS Nova Scotia	720	287	2,394	3,920
ON Ontario	39,221	8,207	176,842	203,988
PE Pr.Edward Isle	631	2,352	5,501	6,448
PQ Quebec	12,512	8,410	78,898	105,557
SK Saskatchewan	1,349	1,732	9,429	4,896
TOTAL CAN:	34,036	25,770	305,290	355,352
EXPORT SALES:	407,888	250,668	2,656,543	1,857,235
TOTAL AGRICULTURAL	945,394	652,760	6,401,613	5,810,941
Non-Ag U.S.	32,358	24,727	279,797	281,393
Canada	1,370	1,772	12,496	20,026
Exports	739	10,806	45,784	72,156
TOTAL NON-AGRICULTURAL	34,467	37,305	338,077	373,575
GRAND TOTAL	979,861	690,065	6,739,690	6,184,516